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## reasons why year-end makes sense to switch payroll software

For accountants managing client payroll, choosing the right software provider can be tricky. But if customer service shortcomings are becoming the norm or rates always seem to be on the rise, it might be time to reassess your options. Here's eight reasons why making a change now can help you hit the ground running in the year ahead.

- **Firms want a fresh start**

Year-end allows for a fresh start on January 1, making it a great time for client transitions without the baggage of prior data issues.
- **Promotions**

As businesses aim to close the year strong with special offers, payroll software providers also run promotions you can take advantage of.
- **Enroll clients now, pay later**

Many firms switch at year-end to enroll clients without fees until January, making the transition smoother and ensuring readiness for payroll in the new year.
- **Mitigate mistakes**

Payroll mix-ups can happen, especially if you're handling wage migration on your own. Avoid clients reaching out about penalties or underpaid employees with extra support.
- **Subpar support**

Often, when firms are looking for a new payroll partner, it's because support is not a consideration that their current provider takes seriously.
- **Budgeting**

Year-end can be the right time to take stock and see how much it's costing you to manage client payroll with your current software.
- **Reward referrals**

Establishing a new relationship with a provider can create additional revenue opportunities for your business.
- **Skin in the game**

For firms seeking a new vendor, it's worth exploring those that are genuinely committed to your success.

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